

INTRO140: Procurement Overview

Web Based Training



Welcome

Welcome to Cardinal Training!

This training provides employees with the skills and information necessary to use Cardinal. It is not intended to replace existing Commonwealth and/or agency policies.

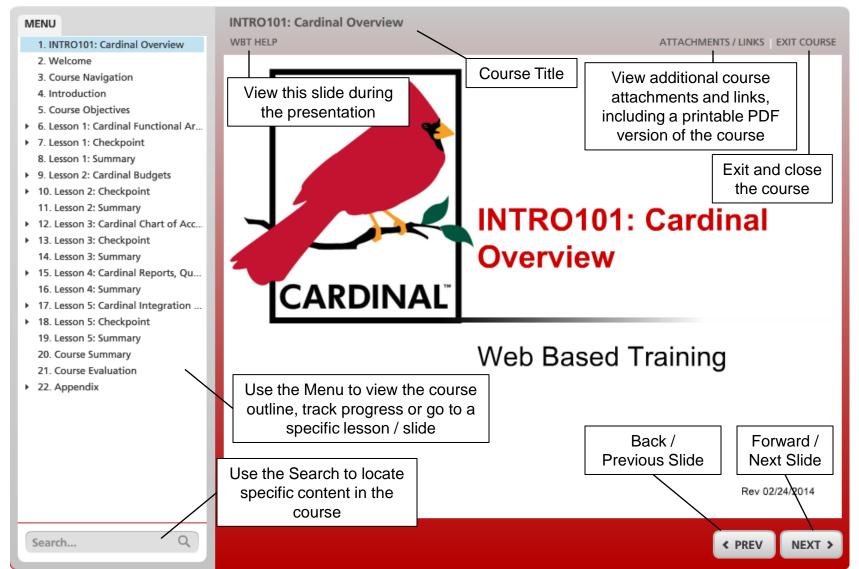
This course provides a general overview of the Procurement functional area in Cardinal and is intended for all Procurement users. It also serves as a prerequisite for advanced Procurement courses.

These training materials include diagrams, charts, screenshots, etc., that clarify various Cardinal tasks and processes. The screenshots are taken from Cardinal and show pages that not all users can access. They are included here so you can see how your specific responsibilities relate to the overall transaction or process being discussed.





Course Navigation





Course Objectives

In this course, we will discuss the following topics:

- Introduction to Procurement
- Procurement Processes
- Procurement Integration and Interfaces



Lesson 1: Introduction to Procurement

In this lesson, you will learn about the following topics:

- Procurement Overview
- Key Concepts





Procurement Overview

The Procurement functional area of Cardinal is composed of four modules:

Purchasing

The Purchasing module involves the buying of goods and services and the processing of requisitions.

<u>eProcurement</u>

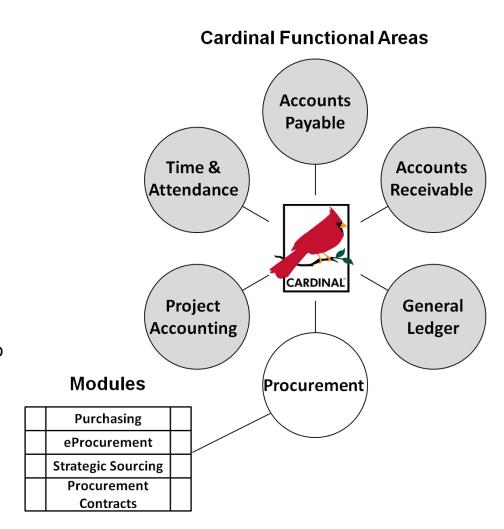
The eProcurement module provides web-based Procurement, similar to an online shopping cart experience, for users requesting goods and/or services.

Strategic Sourcing

The Strategic Sourcing module allows end users to create and award bids/proposals to purchase orders or contracts.

Procurement Contracts

The Procurement Contracts module builds, manages, and archives all Cardinal contract related information.





Key Concepts

Some key concepts in Procurement include:

- Requisitions can be created, maintained and edited in both the eProcurement and the Purchasing modules.
- The Strategic Sourcing module is the single point of entry for buy events (RFP and IFB).
- Procurement Card (PCard) transaction information loads from the bank nightly.
- Version control is used for Event Addendums and Modifications to Contracts.
- Contracts capture renewal options and renewal option dates.
- Threshold notices can be created and sent for contract expiration dates, renewals or dollar limits.
- eVA is the source of all Procurement vendors in Cardinal.
- Purchase orders are created either by quantity or amount only.



Lesson 1: Checkpoint

Now is your opportunity to check your understanding of the course material. Read the question, select your answer and click **Submit** to see if you chose the correct response.



is used for Event Addendums and Modifications of Contracts.

- A Purchase Order
- Version Control
- A Receivable
- Sourcing

Strategic Sourcing Events are also known as an Invitation For Bid or a Request For Proposal.

- True
- False



Lesson 2: Procurement Processes

In this lesson, you will learn about the following topics:

- · Procurement Functional Area in Cardinal
- eProcurement Process
- Purchasing Process
- Strategic Sourcing Process
- Procurement Contracts Process



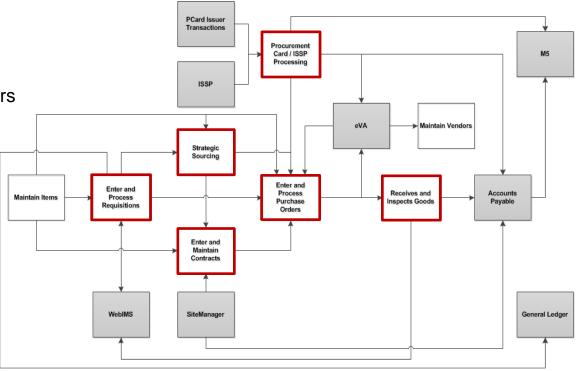


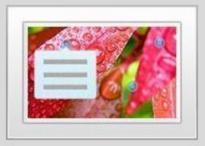
Procurement Functional Area in Cardinal

Procurement in Cardinal defines how goods and services are purchased.

Key processes in the Procurement functional area are:

- Enter and Process Requisitions
- Strategic Sourcing
- · Enter and Maintain Contracts
- Enter and Process Purchase Orders
- Receive and Inspect Goods
- PCard/ISSP Processing





Procurement Functional Area in Cardinal

Labeled Graphic - 7 Labels (Including Introduction)

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PROPERTIES

Show interaction in menu as: <u>Single item</u>

Allow user to leave interaction: <u>At any time</u>

Prev/Next player buttons go to: <u>Slide in presentation</u>





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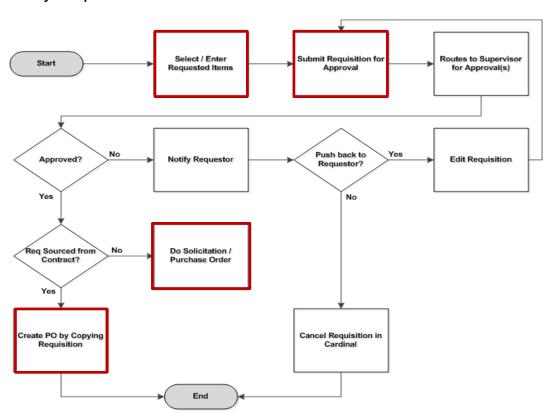


eProcurement Process

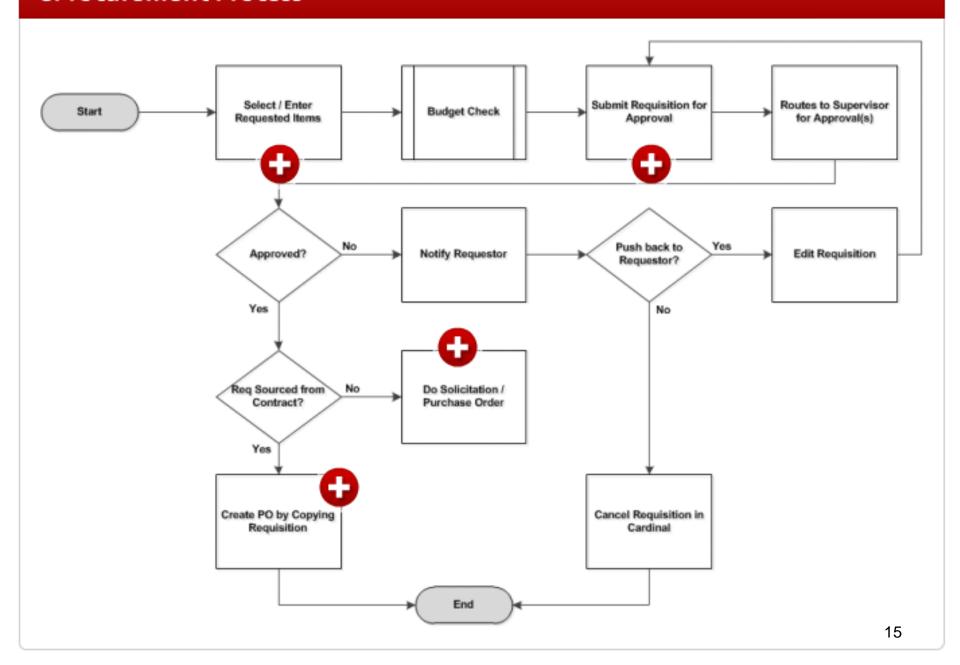
The **eProcurement** module provides step by step structured web-based Procurement for users needing goods and/or services, similar to the online shopping cart experience.

The **eProcurement** process involves several key steps:

- · Select/Enter Requested Items
- Submit for Approval
- Do Solicitation / Purchase Order
- Create Purchase Order



eProcurement Process





eProcurement Process (continued)

The **eProcurement** Home Page in Cardinal allows access to the major functions in eProcurement.

You can navigate to this page by using the following path:

Main Menu > eProcurement





eProcurement Process (continued)

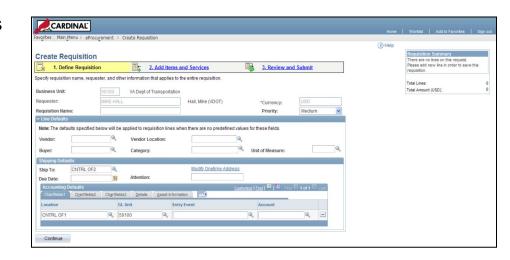
The main process in the eProcurement module is Enter and Process Requisitions.

Requisitions can be created in both the eProcurement and Purchasing modules. The data entry process between the two differs:

- eProcurement: Uses a more structured step by step process for the data entry and approval processes.
- Purchasing: Uses a more free-form process. After logging in, you can see the header and lines, and can enter requisition information in the order you want.

You can navigate to the **Create Requisition** page by using the following path:

Main Menu > eProcurement > Create Requisition



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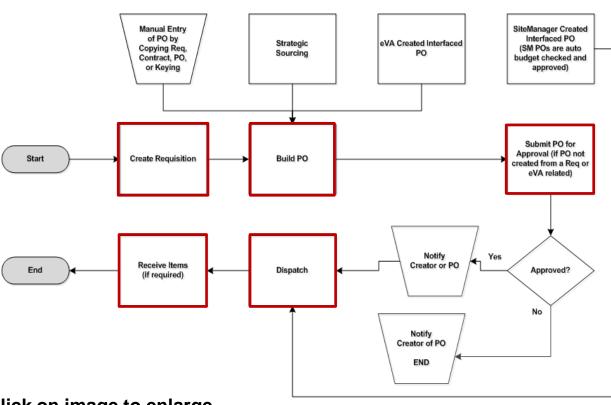


Purchasing Process (continued)

The Purchasing module manages the processes associated with the procurement of goods and services.

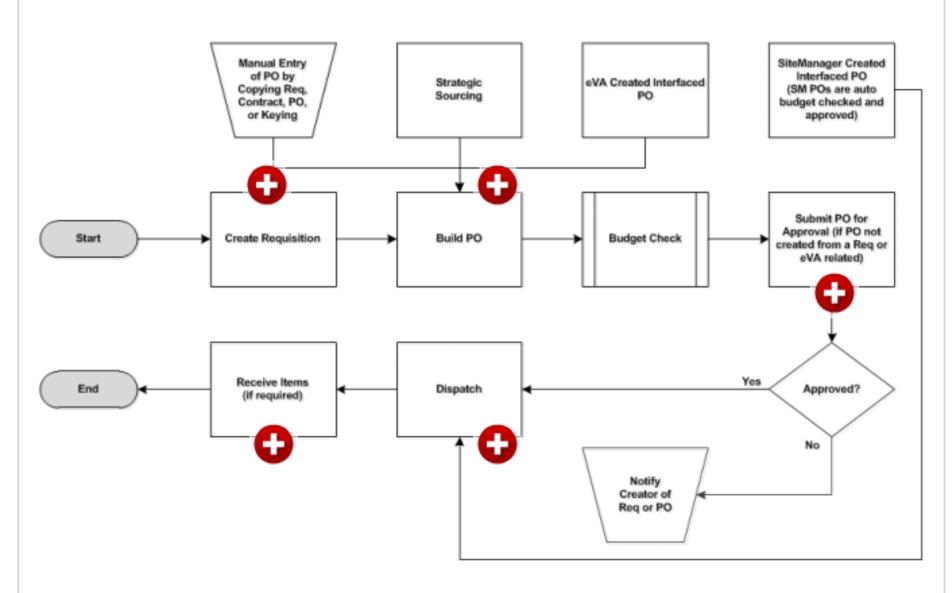
The Purchasing process involves several key steps:

- Create Requisition
- Build Purchase Order
- · Submit for Approval
- Dispatch Purchase Order
- · Receive items



Click on image to enlarge

Purchasing Process





Purchasing Process (continued)

The **Purchasing** Home Page in Cardinal allows access to the major functions in Purchasing, such as: requisitions, purchase orders, receipts, procurement contracts, and related data.

You can navigate to this page by using the following path:

Main Menu > Purchasing





Purchasing Process - Create Requisition

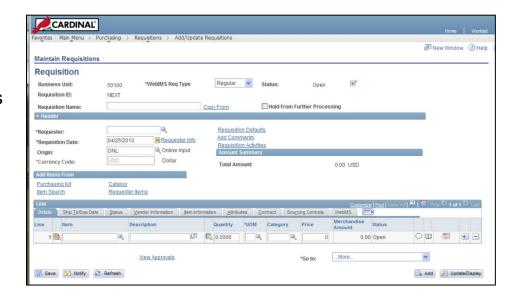
You can create requisitions in either the Purchasing or the eProcurement modules.

Entering a requisition in the Purchasing module is more free-form and does not require that data be entered in any specific order. Entering a requisition in the eProcurement module is a more structured step by step process.

You must use a requisition to issue WebIMS stock, and to record both work in progress (WIP) stock and external sales issues of stock.

You can navigate to the **Maintain Requisitions** page by using the following path:

Main Menu > Purchasing > Requisitions > Add/Update Requisitions



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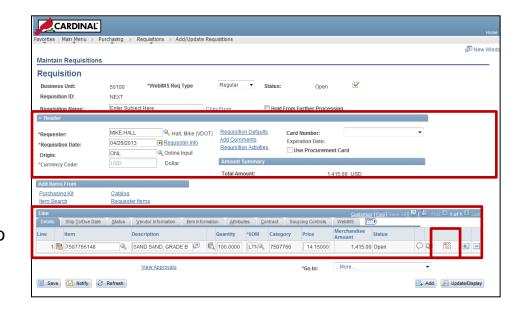


Purchasing Process - Create Requisition (continued)

The Requisition Header section includes Requester, Requisition Date, Origin, Comments, etc. Several of these fields default.

The Requisition Lines section contains tabs that allow you to provide more details on the item purchased, such as Ship To/Due Date, Status, Vendor Information, Item Information, Attributes, Contract, Sourcing Controls, Comments and WebIMS information (if relevant to the requisition).

The **Requisition Distribution** link includes Chart of Account distribution information by requisition line. A requisition line can have multiple distribution lines. Click the **Schedule** icon to access the requisition schedule and requisition distribution.



Click on image to enlarge



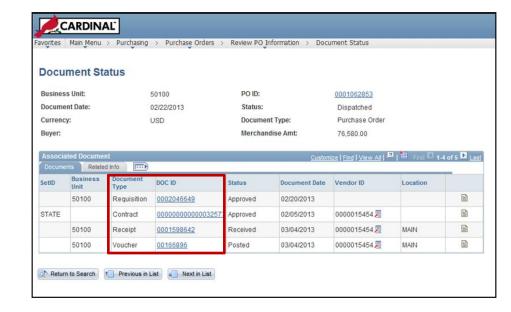
Purchasing Process - Create Requisition (continued)

The **Document Status** page for a requisition shows its status. It also identifies the contract, purchase orders, receivers, vouchers and payments associated with the requisition.

You can access this page two different ways:

Clicking the **Document Status** link on the **Requisition** page or navigating to:

Main Menu > Purchasing > Requisition > Review Requisition Information > Document Status



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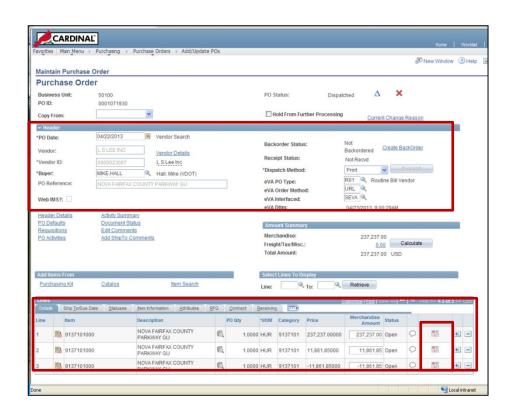


Purchasing Process - Build Purchase Order

The Purchase Order Header contains information such as PO #ID, Vendor, PO Status, PO Date, Buyer, and total purchase order value.

The **PO Lines** include information about the good or service ordered, such as a **Description**, **UOM** (Unit of Measure), **PO Quantity**, **Price**, and **Ship To** location. Purchase order lines can be set to receive by quantity or amount only.

The **PO Distribution** includes Chart of Account distribution information by purchase order line. A purchase order line can have multiple distribution lines. Click the **Schedule** icon to access the PO schedule and PO distribution.



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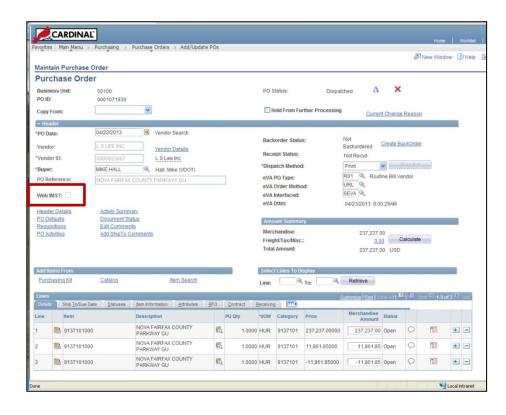


Purchasing Process - Build Purchase Order (continued)

The **WebIMS** checkbox indicates whether the PO is a WebIMS restock purchase order.

You can navigate to the **Purchase Order** page by using the following path:

Main Menu > Purchasing > Purchase Orders > Add/Update POs



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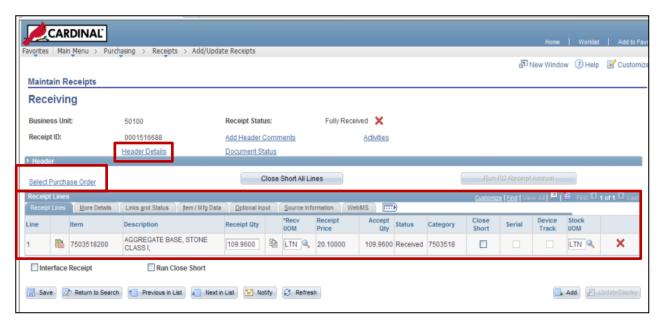


Purchasing Process - Receive Items

Receiving can be done by quantity or amount, depending on how the purchase order line is setup. Click the **Select Purchase Order** link to identify the purchase order to be received against. The **Header Details** indicate the date and time that you physically received the material, the shipping information, the carrier that was used and match options. The **Receipt Lines** provide receiving details, such as the quantity received, the quantity of items accepted/rejected, the date due, etc.

You can navigate to the **Maintain Receipts** page by using the following path:

Main Menu > Purchasing > Receipts > Add/Update Receipts



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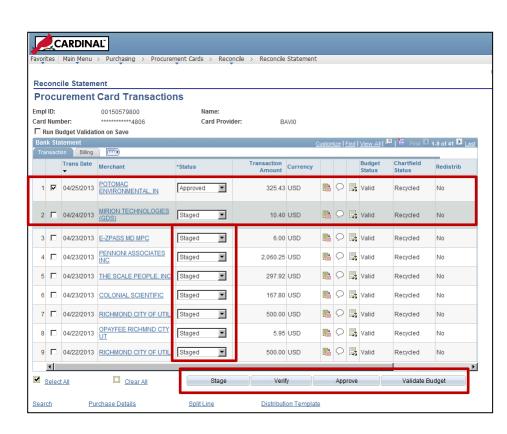
Purchasing Process - PCard / ISSP

The Reconcile Statement page is used to view and update PCard and ISSP transactions loaded the previous day. Both PCard transactions and ISSP transactions are reconciled and approved on this page. Reconcilers set charges from Staged to Verified. Approvers set charges from Verified to Approved. The Validate Budget button checks for a valid distribution (chart of accounts) only. It does not check for available funds.

You can navigate to the **Reconcile Statement** page for Procurement Cards by using the following path:

Main Menu > Purchasing > Procurement Cards > Reconcile > Reconcile Statement

For more information on PCards and ISSP, please refer to the **Using and Maintaining PCards** and the **Using and Maintaining ISSP Transactions** courses.



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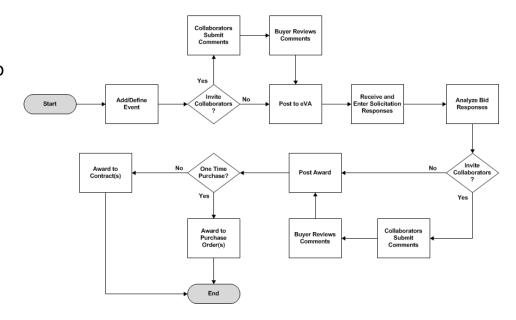


Strategic Sourcing Process

The **Strategic Sourcing** module allows users to create and award bids/proposals for purchase orders or contracts. Strategic Sourcing is used to create Invitations for Bid (IFB) or Requests for Proposals (RFP) that are sent to vendors to obtain bids or offers on goods or services. This module also allows Buyers to add bid and weighting factors.

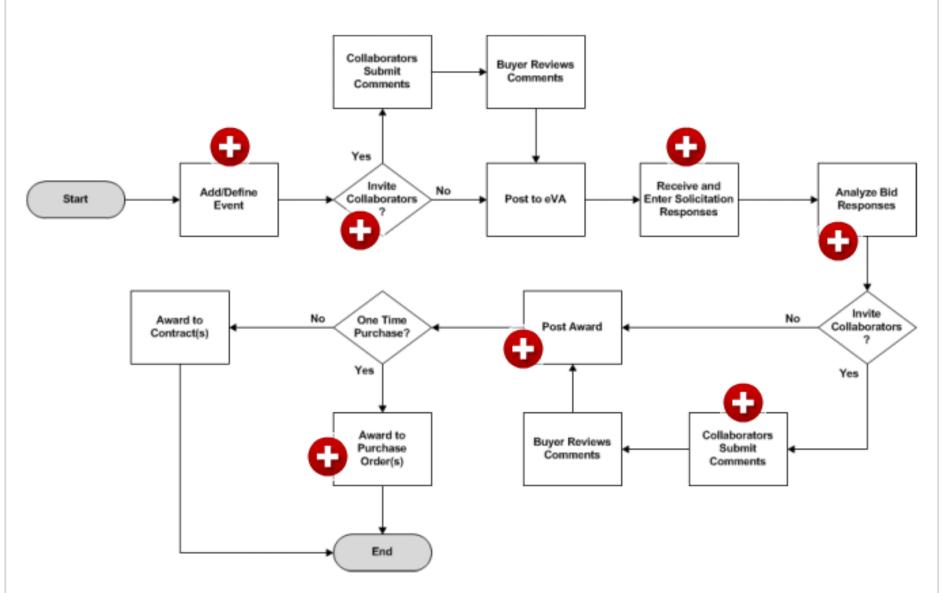
The Strategic Sourcing process involves several key steps:

- Add/Define Events
- Event Collaboration
- Receive and Enter Solicitation Response
- Analyze Bid Response
- Response Collaboration
- Post Award
- Award to Contract(s) or Purchase Order(s)



Click on image to enlarge

Strategic Sourcing Process





Strategic Sourcing Process (continued)

The **Strategic Sourcing** Home Page in Cardinal allows access to the major functions in Strategic Sourcing, such the **Workbench**, **Event History**, **Analyze Events** and **Award Events** for goods and services to purchase orders or contracts.

You can navigate to this page by using the following path:

Main Menu > Sourcing





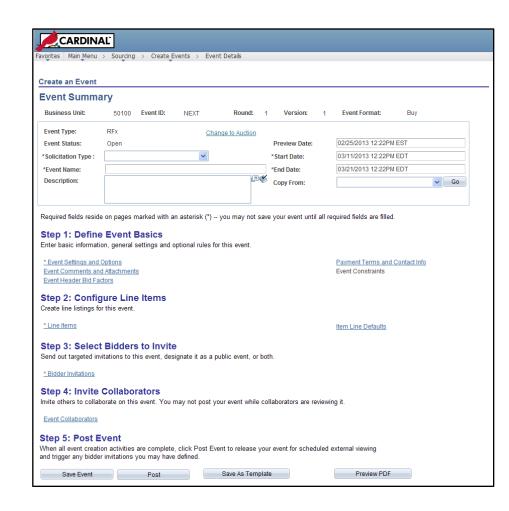
Strategic Sourcing Process (continued)

You can navigate to this **Strategic Sourcing Event Page** using the following path:

Main Menu > Sourcing > Create Events > Event Details

Create an Event: This is the starting point. A number of pages allow you to enter details for the event, such as bid factors, open and close dates, requisition information, line items that bidders can bid on, adding specifications, inserting attachments, etc.

Bid Factors: Bid factors are questions that bidders answer about their products, services, or company. Bid Factors can be used to allow evaluation based on factors such as price, warranties offered, lead time, and product quality.



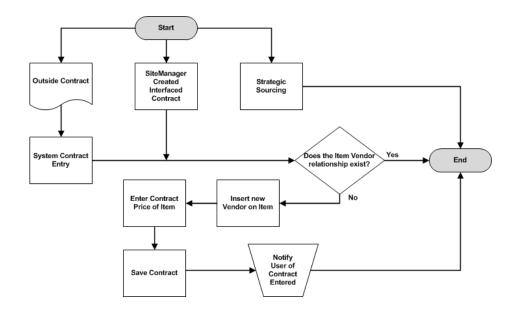


Procurement Contracts Process

The **Procurement Contracts** module manages the processes used to create and maintain agreements with vendors to purchase goods and/or services. A Procurement Contract is an agreement between an agency and a vendor to formalize a price for a particular item or service and may also be set for a period of time.

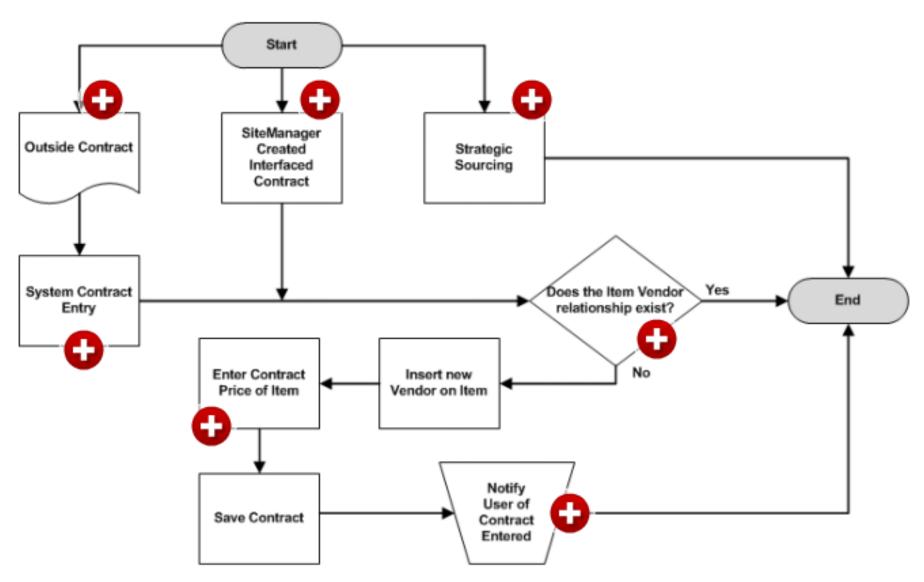
Key steps in the Procurement Contracts process are:

- Creating a Contract includes entering the vendor pricing information into the Contracts module.
- Maintaining a Contract involves contract versioning, modifications, contract price adjustments and other changes.



Click on image to enlarge

Procurement Contracts Process





Procurement Contracts Process (continued)

The **Procurement Contracts** Home Page in Cardinal allows access to the major functions with Procurement Contracts, such as define, maintain, release and report on vendor contracts.

You can navigate to this page using the following path:

Main Menu > Procurement Contracts





Procurement Contracts Process (continued)

The **Add/Update Contracts** page is used to create, view and update the contract. On the page, you can perform the following;

- Add/Update the Contracts page.
- Add/Update the PO Defaults link.
- Add/Update the Line Details icon.
- Approve the Contract: The Contract Officer can set up notices in Procurement Contracts to notify end user(s) when a contract is about to expire and when the contract balance has reached a certain threshold.

All contracts in Cardinal should be **Purchase Order** type contracts and will have at least one purchase order related to it.

You can navigate to this page using the following path:

CARDINAL Contract STATE Contract ID: 000000000000032801 New Version Status Approved Administrator/Buyer CAROLINE.HUDGINS Activity Log Process Ontion Purchase Order **Edit Comments** Contract Activities Document Status Thresholds & Notifications 0000033093 LL Carter & Son Inc Regin Date 11/04/2011 Contract Releases 08/31/2012 0.00 USD CRRNT Primary Contact Vendor Contract Ref Category Released Amount 0.00 Description: SAND-SLATERSVILLE Open Item Released Amount: 0.00 Status

Click on image to enlarge

Main Menu > Procurement Contracts > Add/Update Contracts

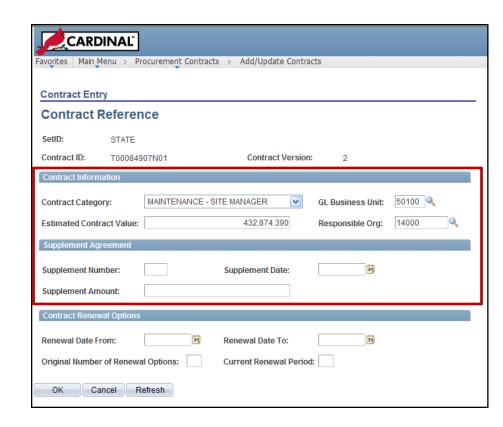


Procurement Contracts Process (continued)

The **Contract Reference** page is designed to capture required fields and additional data that do not appear on the **Contract** page.

The Contract Reference page uses effective dating to capture the following fields: Contract Category, Responsible Organization, Estimated Contract Value, Supplemental Agreement Number, Supplemental Amount, and Supplemental Date.

The **Contract Category** value identifies the type of contract and is used for reporting purposes in Cardinal.



Click on image to enlarge



Lesson 2: Checkpoint

Now is your opportunity to check your understanding of the course material. Read the question, select your answer and click **Submit** to see if you chose the correct response.



Which module in the Procurement functional area would you use to source a contract?

- eProcurement
- Strategic Sourcing
- Purchasing
- All of the Above

The Purchasing process involves several key steps. Select the steps below that are a part of the process:

- Create a Requisition
- Build a Purchase Order
- Submit for Approval
- Dispatch Purchase Order
- Receive Items
- All of the Above



Lesson 3: Procurement Integration and Interfaces

In this lesson, you will learn about the following topics:

- Integration with Accounts Payable
- Integration with General Ledger
- Integration with Project Costing
- Interfaces



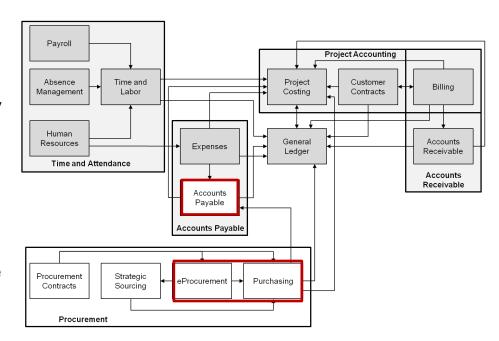


Integration with Accounts Payable

Procurement integrates with Accounts Payable in several ways.

The **Copy from a Source Document** functionality enables you to copy purchase order and/or receiver information onto a voucher.

The Procurement module also sends PCard and ISSP data to Accounts Payable daily. Accounts Payable uses PCard data to create a monthly PCard voucher for each District and Central Office Division. Accounts Payable uses the ISSP data to create vouchers daily for all approved transactions.



Click on image to enlarge



Integration with Accounts Payable - Matching

Matching ensures that you pay for what you ordered and received by comparing vouchers, purchase orders, and receiving documents.

Two-way matching compares the voucher with the invoice. This applies to professional services and SiteManager contract types.

Three-way matching compares the purchase order, receipt and invoice. This applies to all goods and services type contracts.

The **Document Status** Inquiry functionality enables you to inquire and cross-reference related documents across the procure-to-pay business cycle.



Integration with Accounts Payable - Vendors

All vendors are shared in one centralized database maintained by the Commonwealth Vendor Group.

Purchasing vendors (vendors on requisitions, purchase orders and contracts) are loaded directly into Cardinal from eVA. Fiscal vendors (non-purchasing vendors like a payee receiving a revenue refund) are entered online. The vendor database is used by both Accounts Payable and Procurement, so any changes made to a vendor will affect both functional areas.

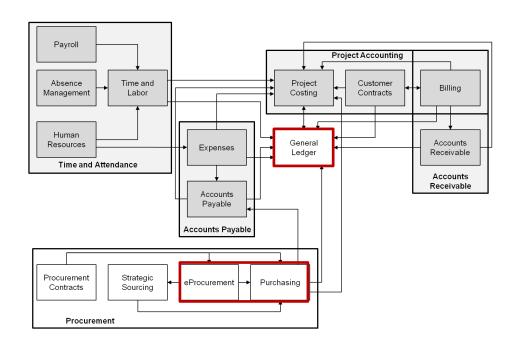
Please note, a vendor must be added to Cardinal before it can be used on a purchase order, sourcing event, requisition, voucher or payment.



Integration with General Ledger

Procurement integrates with General Ledger (GL) through several paths. Purchase Orders and PCard transactions will integrate with Accounts Payable, where voucher/payment data is transmitted to GL.

In addition, WebIMS sends requisition information to GL via the GL journal generation process. Manual updates to the WebIMS issuance process require a spreadsheet journal to upload data into GL.

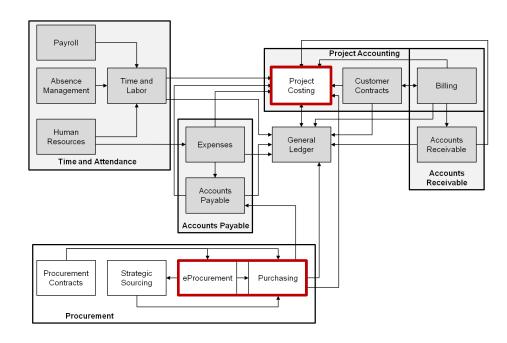


Click on image to enlarge



Integration with Project Costing

Procurement integrates with the Project Costing module. When requisitions and purchase orders are created in the Procurement module and are related to a project, this information is sent to Project Costing.

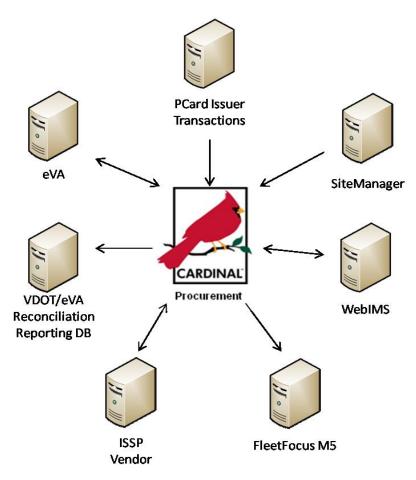


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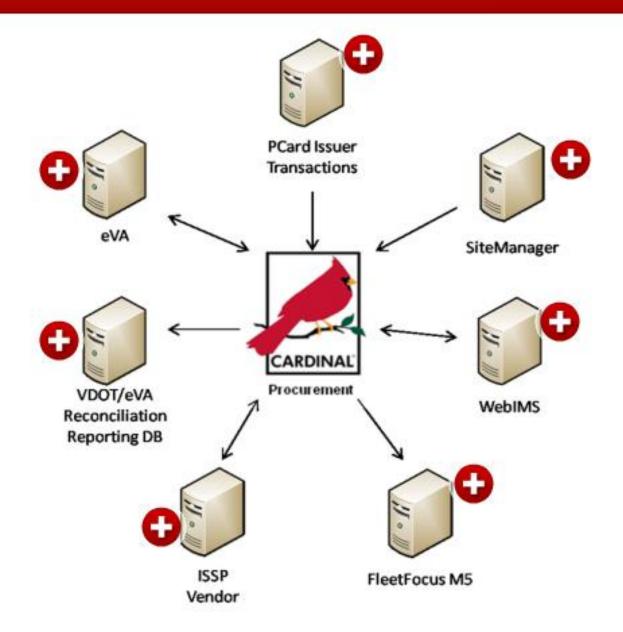


Interfaces

Procurement also interfaces with several other systems outside of Cardinal. The diagram shows the systems that the Procurement functional area sends and/or receives information.



Interfaces





Lesson 3: Checkpoint

Now is your opportunity to check your understanding of the course material. Read the question, select your answer and click **Submit** to see if you chose the correct response.



The Procurement module interfaces with several major systems outside of Cardinal. They are: WebIMS, ISSP, eVA, SiteManager, PCard Issuer Vendor, FleetFocus M5 and VDOT/eVA Reconciliation Reporting Database.

- True
- False

The Procurement functional area integrates with three other functional areas in Cardinal.

- True
- False



Course Summary

In this course, you learned:

- The Procurement process involves requesting goods or services, managing quotes from vendors, creating contracts, managing purchase orders, and receiving goods.
- Procurement in Cardinal contains four modules to assist end users in managing the Procurement process: eProcurement, Purchasing, Strategic Sourcing and Procurement Contracts.
- The Purchasing and the eProcurement modules are used to purchase goods and services.
- The Strategic Sourcing module is used to advertise and award bids or proposals and to generate subsequent purchase orders or contracts.
- The Procurement Contracts module manages the Procurement Contracts process.
- The Procurement functional area integrates with three other functional areas in Cardinal: Accounts Payable, Project Costing and General Ledger.
- The Accounts Payable functional area interfaces with six other major systems: WebIMS, ISSP, eVA, SiteManager, and FleetFocus M5.



Course Evaluation

Congratulations! You have completed the **INTRO140: Procurement Overview** course. Please use the evaluation link to assess this course.

Click here to access the survey

Once you have completed and submitted the survey, close the survey window. To close the web based training course, click the Exit Course button.





Appendix

- Key Terms
- Diagrams and Screenshots
- Flow Chart Key



Buy Event: The purchase of goods and/or services through a Bid, / Proposal or RFP (Request for Proposal).

Item: A good or service provided by a vendor. Each item has a unique identifier or number.

Item Categories: A group of similar items.

Purchase Order (PO) An online "form-fill-it" identifying what is being ordered, all related attributes, approval and disposition.

Procurement Contracts: A binding understanding between a state agency and a vendor, arising from a strategic sourcing event or purchase order.

Receiving: The process of documenting the receipt of goods and/or services against a PO (Purchase Order).

Requester: The individual who requests that a requisition for goods and/or services be entered into Cardinal.



Key Terms (continued)

Requisitioner (or Requisition Processor in Cardinal): The person entering the requisition into Cardinal.

Requisitions: An online request for goods and/or services, created from the eProcurement or Purchasing module.

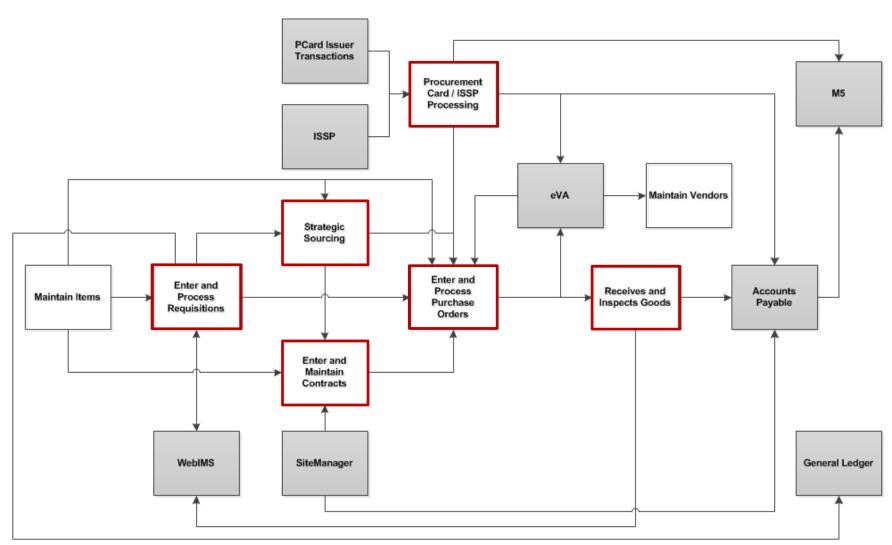
RFx: Request for Quote, Invitation For Bid and/or Request For Proposal.

Strategic Sourcing: The process of soliciting quotes, bids/proposals and/or offers to establish contracts and/or purchase orders.

Web Inventory Management System (WebIMS): VDOT"s electronic inventory tracking and management system.



Procurement Functional Area in Cardinal





Procurement Functional Area in Cardinal (continued)

Enter and Process Requisitions: This process is managed in the eProcurement and the Purchasing modules of Cardinal.

Strategic Sourcing: This process is managed in the Strategic Sourcing module of Cardinal.

Enter and Maintain Contracts: This process is managed in the Procurement Contracts module of Cardinal.

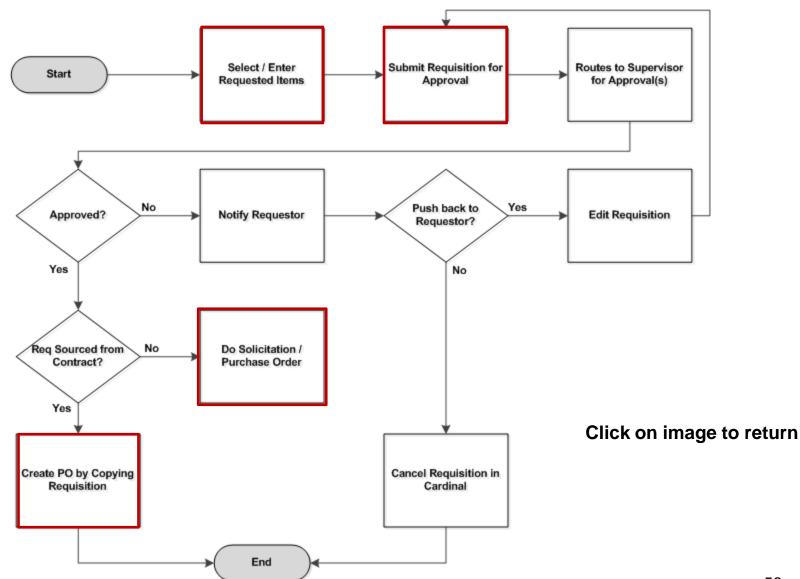
Enter and Process Purchase Orders: This process is managed in the Purchasing module of Cardinal.

Receives and Inspects Goods: This process is managed in the Purchasing module of Cardinal.

Procurement Card / ISSP Processing: The Purchasing Card and Integrated Supply Services Program processes are both managed in the Purchasing module of Cardinal.



eProcurement Process



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eProcurement Process (continued)

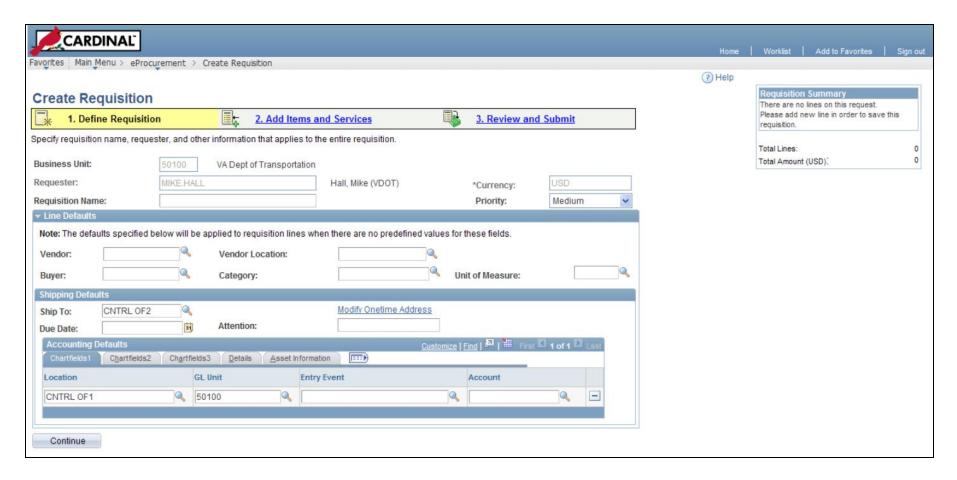
Select / Enter Requested Items: Uses NIGP (National Institute of Government Purchasing) codes. NIGP codes provide a standard coding structure that classifies a wide range of goods and services.

Submit Requisition for Approval: Forwards the requisition for approval.

Create Purchase Order: Creates a purchase order by either copying the approved requisition into the purchase order against a contract or by awarding an event.



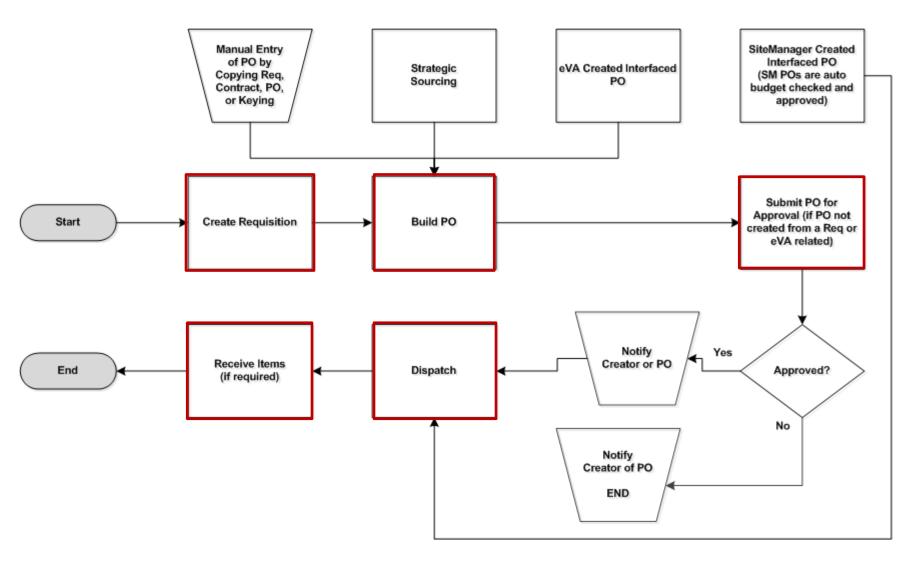
eProcurement Requisitions



Click on image to return



Purchasing Process





Purchasing Process (continued)

Create Requisition: Requisitions can be created from either the eProcurement or Purchasing module.

Build Purchase Order: A purchase order can be created:

- By manually copying the requisition information in to the purchase order or contract
- From information received from the Strategic Sourcing module
- From purchase orders created in eVA that are loaded into Cardinal
- From SiteManager contracts that are loaded into Cardinal with supporting purchase orders

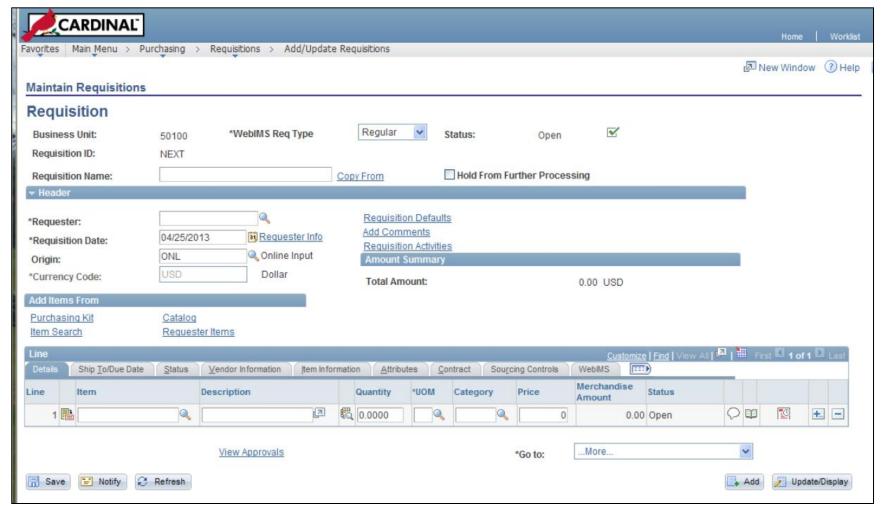
Submit for Approval: Requisitions are sent via workflow for approval by the Requestor's Supervisor. Purchase orders created without a requisition are sent via workflow for approval by the Buyer's Supervisor. Requestors cannot approve their own requisitions, nor can Buyers approve their own purchase orders. Purchase orders created from a requisition do not require approval. Change Orders only require approval when the amount changed exceeds Agency Procurement and Surplus Property Manual (APSPM) policy, or when adding a line.

Receiving: When goods or services are received, receipt information is entered into Cardinal to acknowledge that the goods and/or services have been delivered and accepted.

Dispatch Purchase Order: Once the purchase order is approved, its is sent to the vendor.



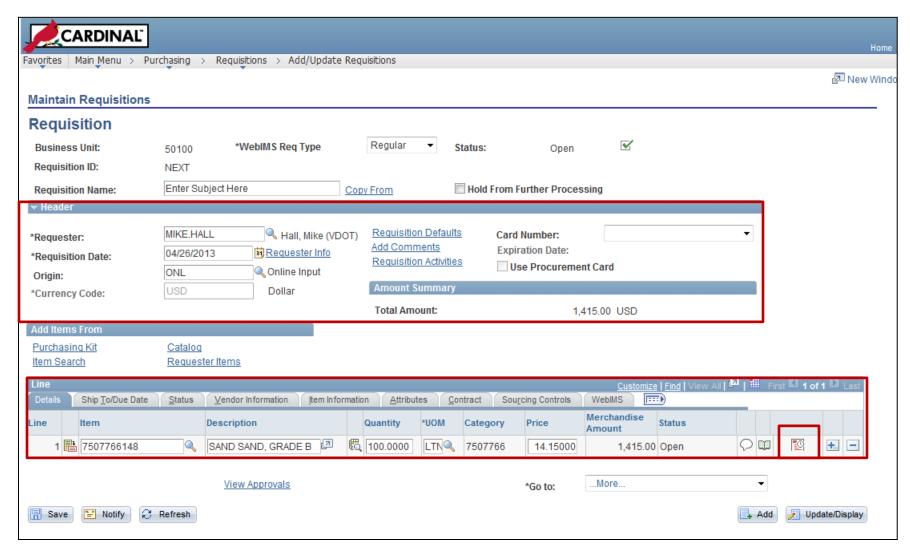
Create Requisition



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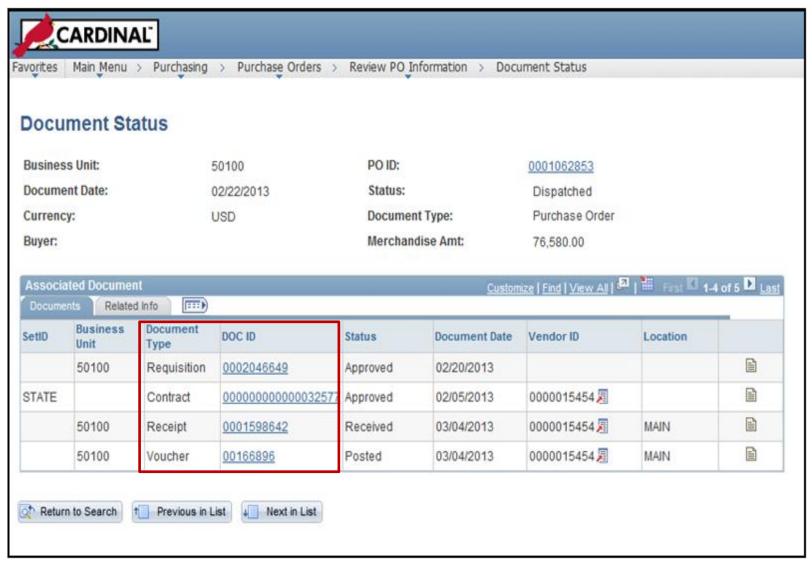


Create Requisition (continued)



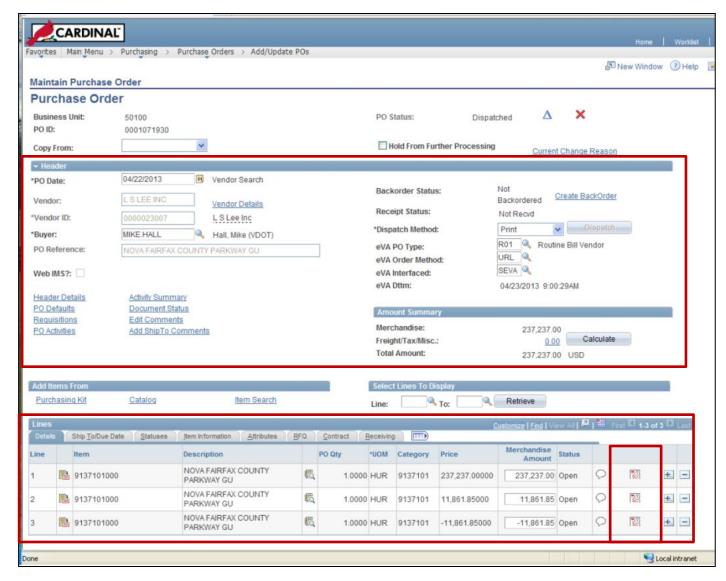


Document Status Page



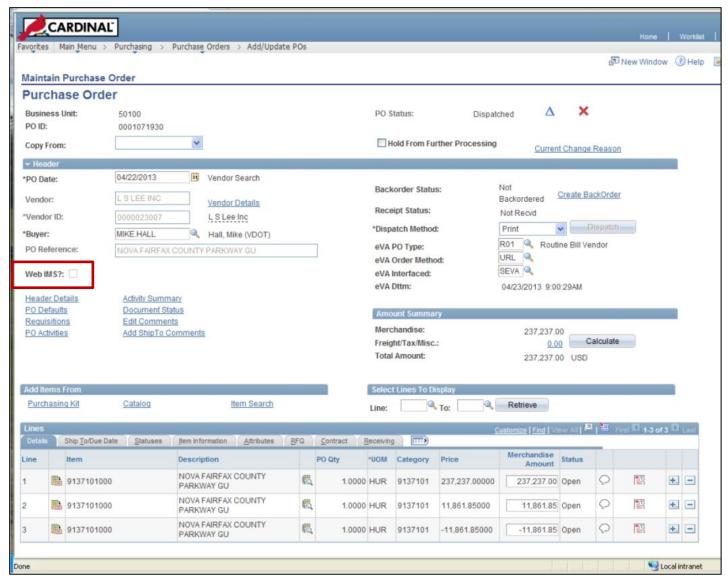


Purchase Order Header



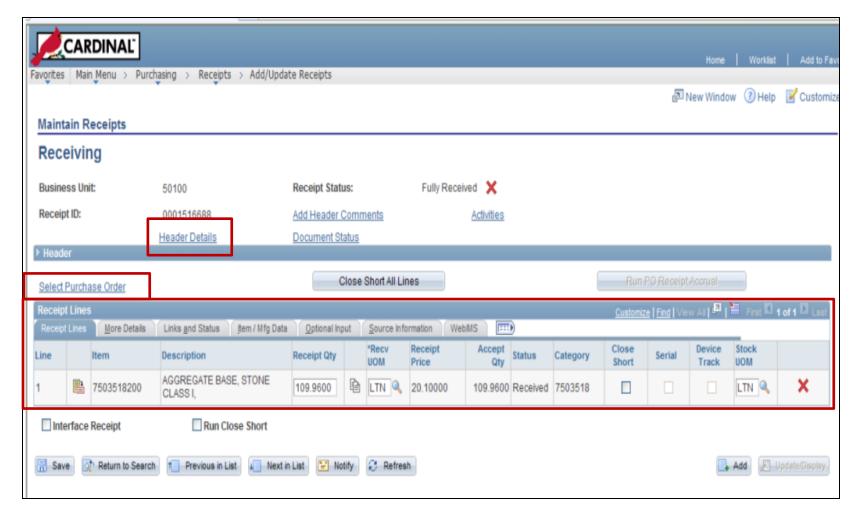


WebIMS Checkbox





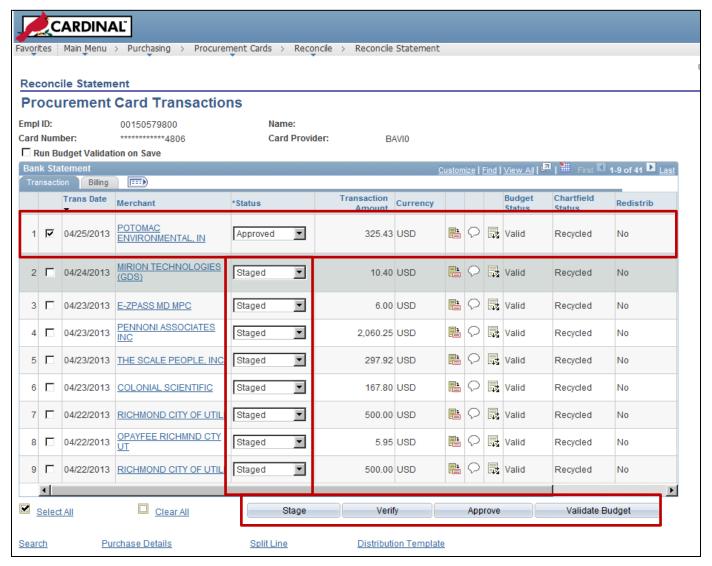
Receive Items



Click on image to return

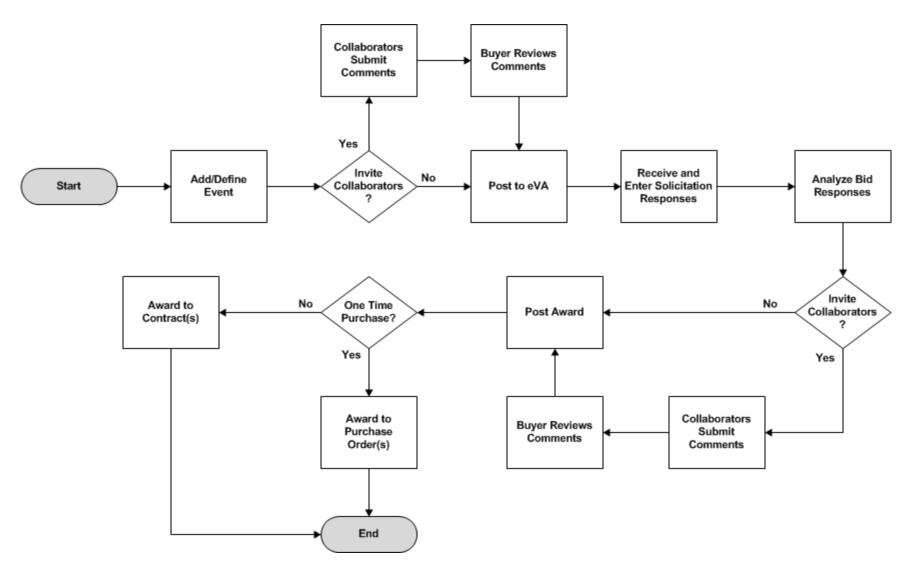


PCard Reconciliation





Strategic Sourcing Process





Strategic Sourcing Process (continued)

Add / Define Events: Creates a buy event from a source document using either an Invitation For Bid (IFB) or Request For Proposal (RFP).

Event Collaboration: Allows input or approval from others as an event is being created.

Receive and Enter Solicitation Response: Involves receiving the bid packets from the vendors and entering their bid responses.

Analyze Bid Response: Involves reviewing bids/proposals and possibly a calculation of weighted bid factors to determine the best value.

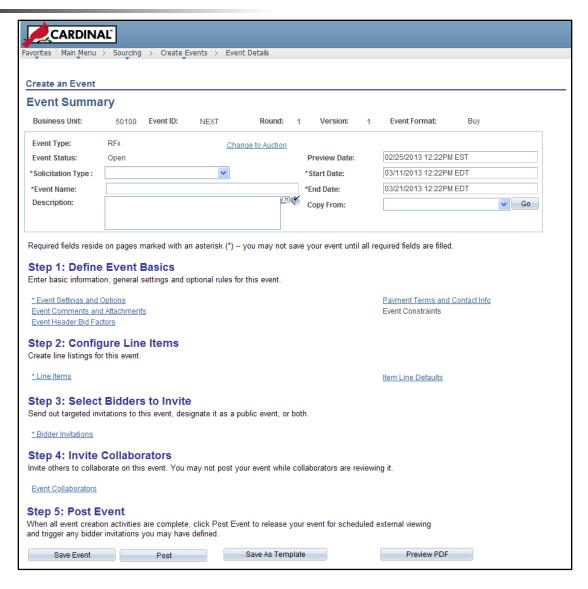
Post Award: Closes the event in preparation for award.

Response Collaboration: Allows discussion with collaborators before final award. Strategic Sourcing Buyers can also invite their Procurement Manager and Senior Procurement Manager as Collaborators to request approval for events over their delegated authority.

Award to Purchase Order or Contract: Awards the event to the winning Bidder(s)/Offeror(s). This step also determines whether the event is awarded to a contract (where goods or service are recurring) or a purchase order.

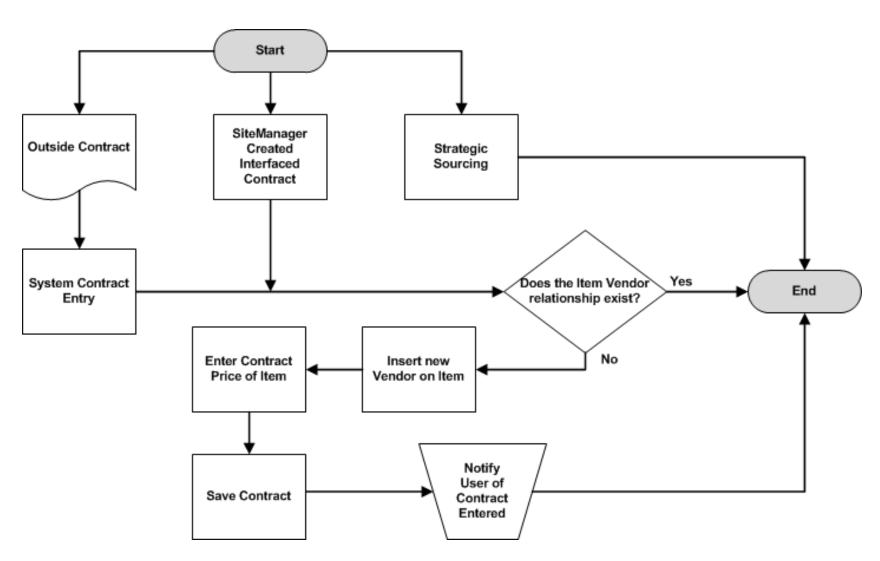


Strategic Sourcing Event Page





Procurement Contracts Process





Procurement Contracts Process (continued)

Outside Contract: External contracts, including professional service contracts that do not originate through the Cardinal solicitation process, are entered in manually.

SiteManager: From SiteManager's Construction and Maintenance type contract data.

Strategic Sourcing: From contract award information in the Strategic Sourcing module.

System Contract Entry: From contract information entered into the Procurement Contracts module.

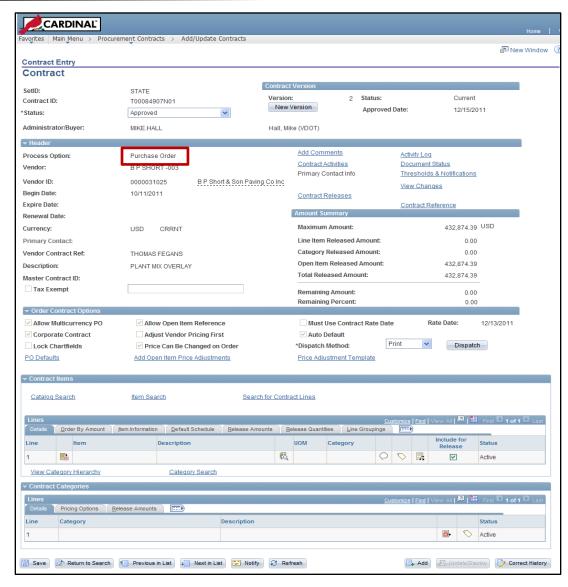
Item / Vendor Relationship: Links the item to the vendor.

Enter Contract Price: Specifies contract price.

Notify: Notifies the end user that the contract has been entered in Cardinal once the contract is saved.

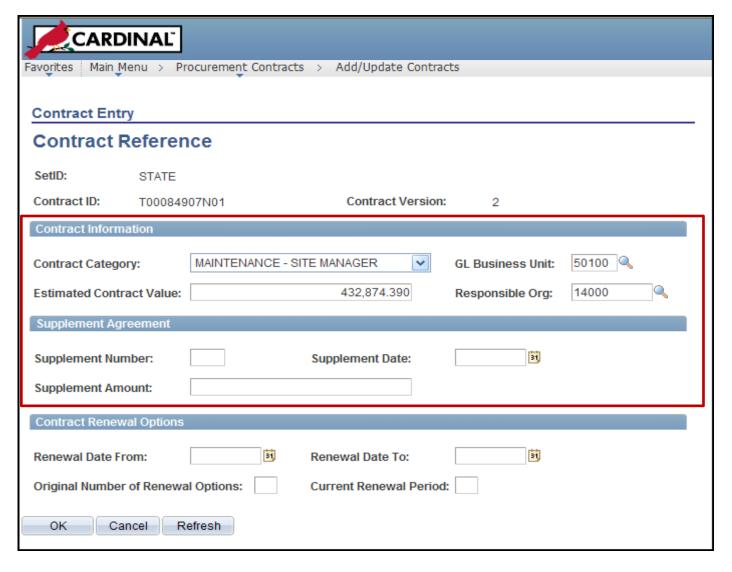


Add/Update Contracts Page



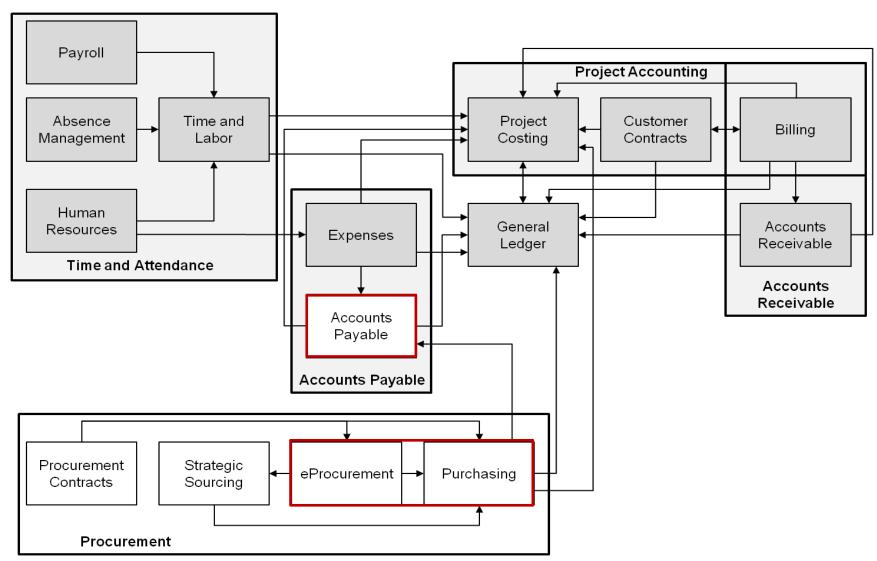


Contract Reference Page



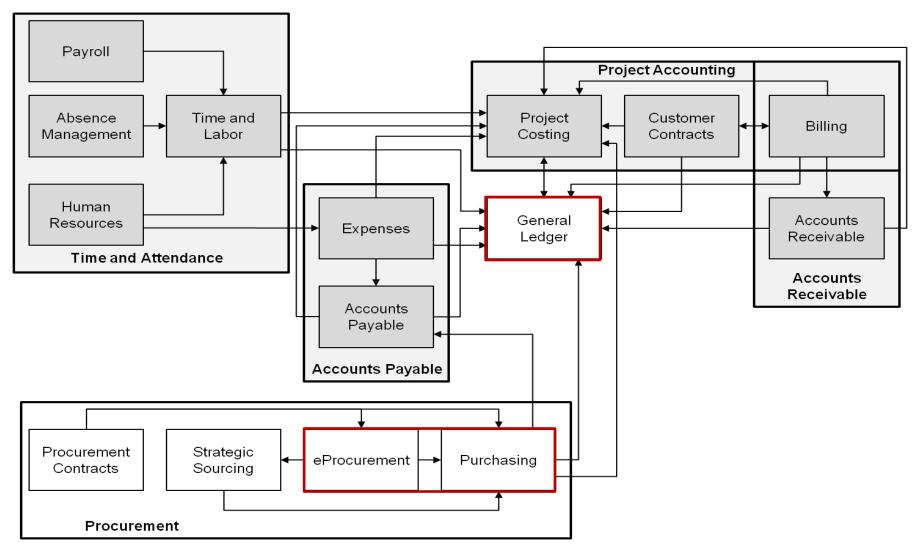


Integration with Accounts Payable



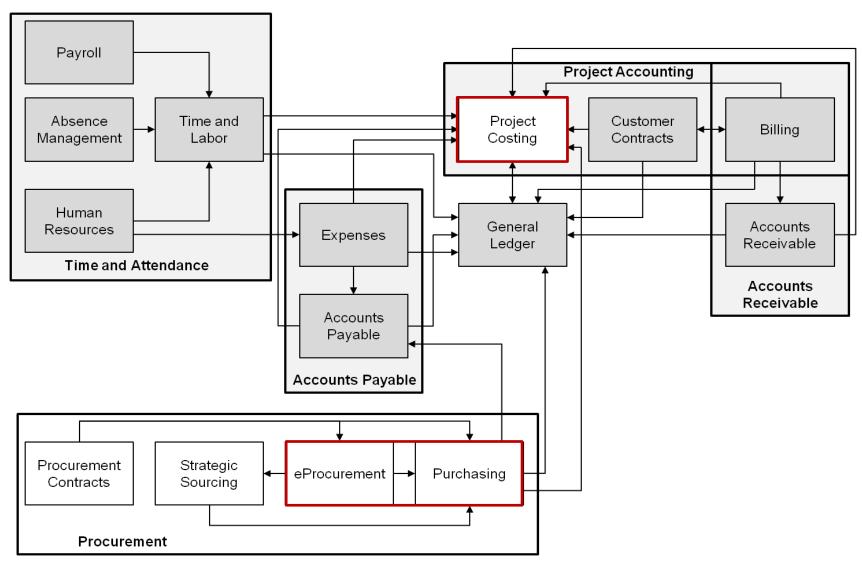


Integration with General Ledger



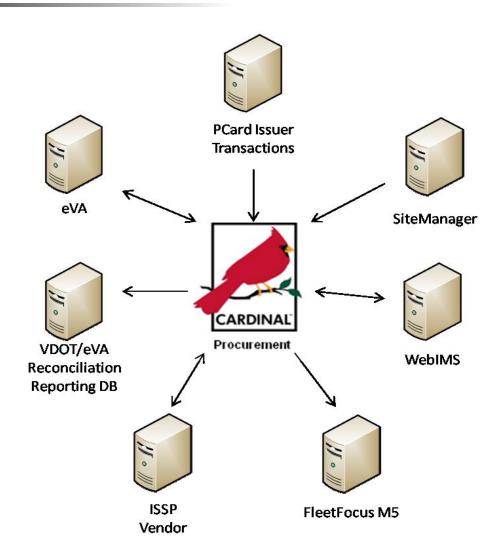


Integration with Project Costing





Interfaces





Interfaces (continued)

PCard Issuer: Cardinal imports PCard transaction information from the Bank Card Vendor.

ISSP Vendor: Cardinal imports ISSP transaction information from the Vendor and sends back confirming data.

SiteManager: SiteManager send Construction and Maintenance contract records to Cardinal, where it is used to create contracts and purchase orders.

WebIMS: Cardinal users can create requisitions requesting inventory from WebIMS, which sends the item, quantity, location and IMS location number back to Cardinal so the requestor can locate and track the product. After the end user confirms his/her order, WebIMS updates inventory.

FleetFocus M5: FleetFocus M5 tracks all functions related to the maintenance of vehicles and equipment. Cardinal interfaces with FleetFocus M5 by sending PCard and ISSP-related data daily.

VDOT/eVA Reconciliation Reporting: eVA sends confirming PO data to the Data Warehouse. Cardinal sends PO payment data to the Data Warehouse, where the two data sets are compared and available for viewing from the web.



Interfaces (continued)

Integrated Supply Services Program (SSP): The ISSP vendor supplies parts for Cardinal end users. Every location has its own unique card number. ISSP sends ISSP transaction data to Cardinal.

eVA: eVA interfaces with Cardinal in several ways:

- Vendor data and reporting information is sent to Cardinal each day.
- Purchase orders and change orders in eVA are imported into Cardinal, daily from eVA
- Cardinal Procurement send approved PCard transactions to eVA
- Cardinal also sends purchase orders and change orders created in Cardinal to eVA



Flow Chart Key

FLOW CHART KEY			
Step Description	Depicts a process step or interface.	Start	Indicates point at which the process begins. Does not represent any activity.
Batch Process	Specifies a batch process.	End	Indicates point at which the process ends. Does not represent any activity.
Manual Operation	Depicts a process or step that is performed manually.	Document	Depicts a document of any kind, either electronic or hard copy
Decision Outcome	Defines the possible outcomes of a decision or analysis that took place in a step immediately preceding.	x	Indicates an On-Page or Intra Process Connector which is used to avoid complex overlapping connector lines or to continue a process on another page.
Entity Name	Specifies an entity (person, organization, etc.).	Budget YE Close GL	Connects steps between business processes.
Process	Depicts a process.		